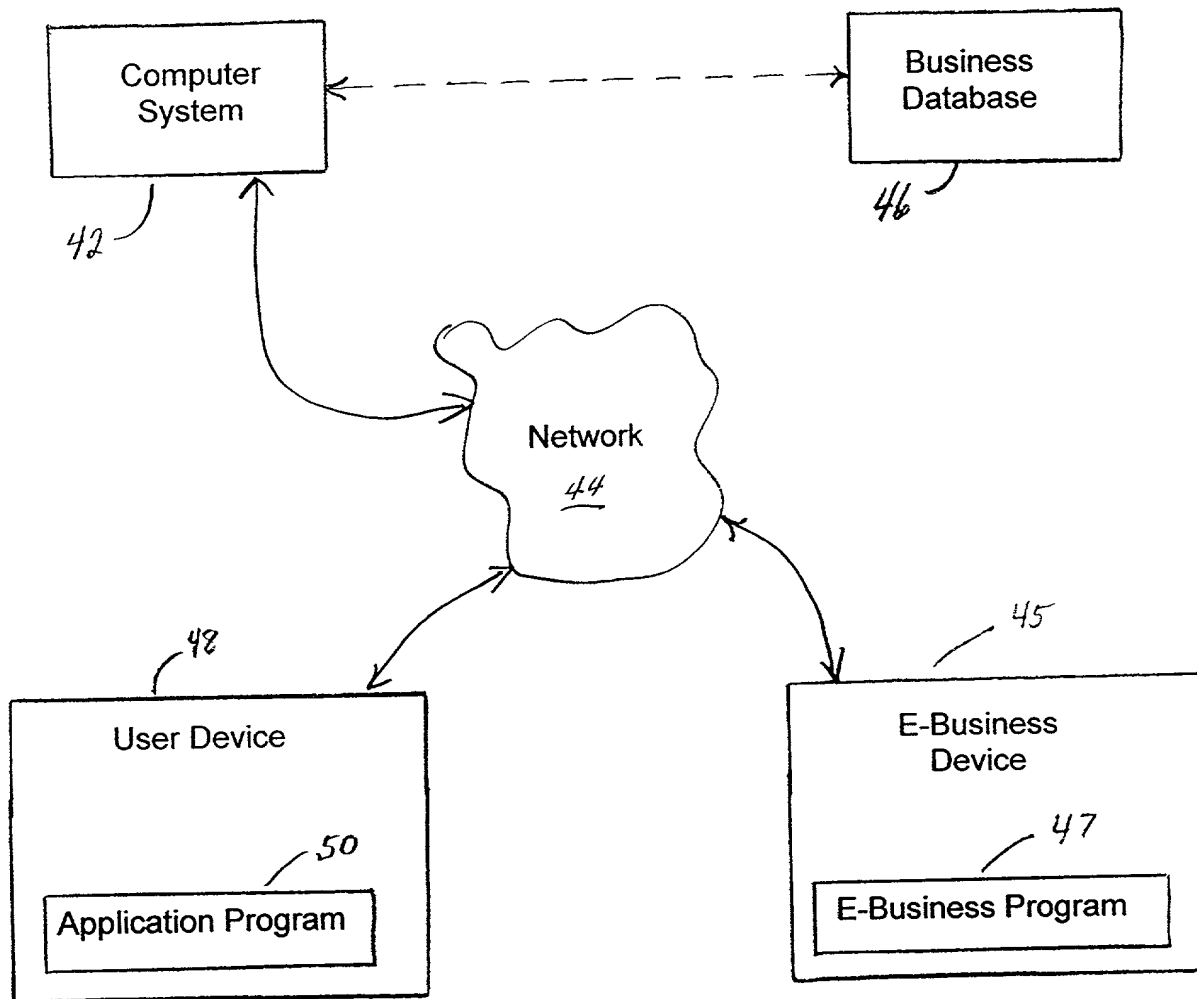
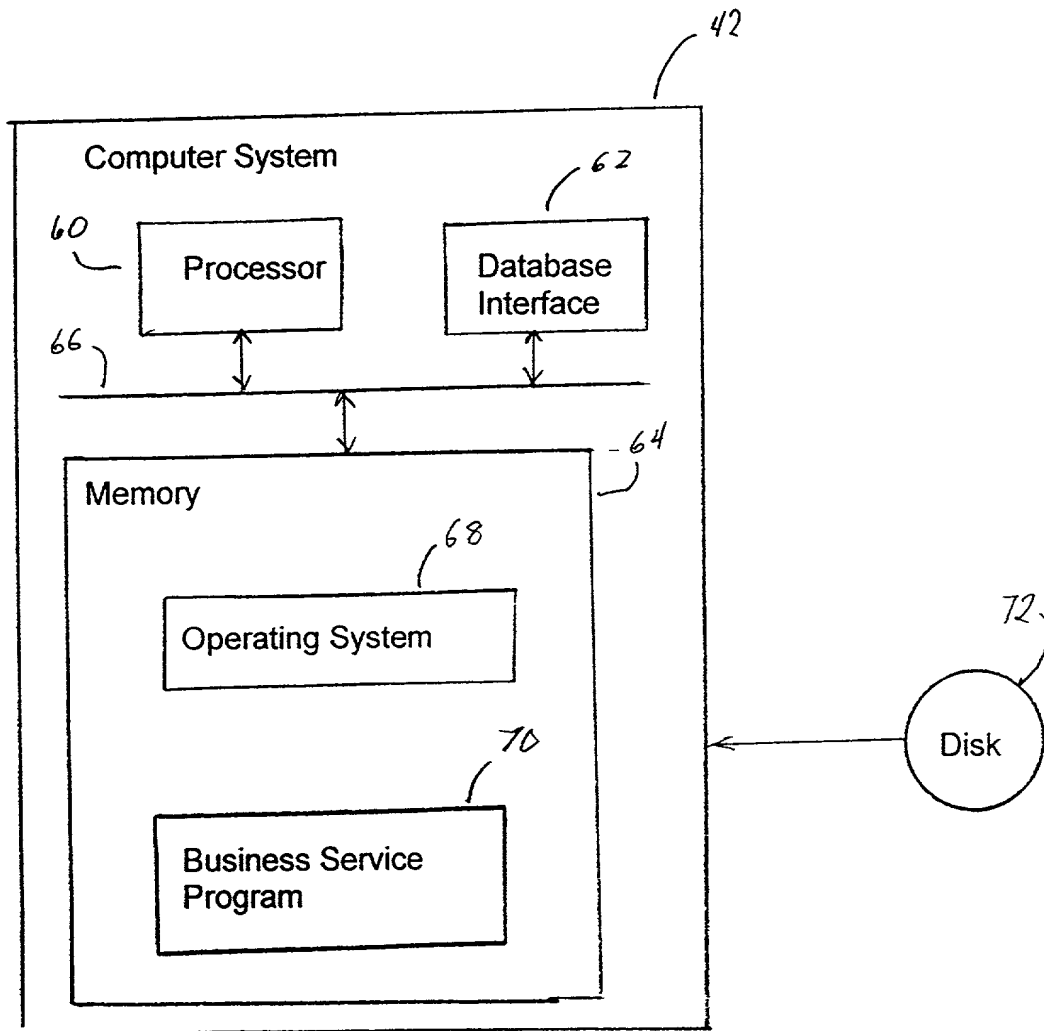


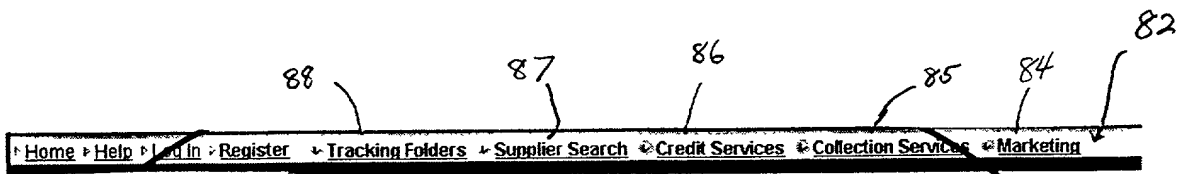
**Fig. 1**



**Fig. 2**



**Fig. 3**



## Run Your Business More Effectively

### with Dun & Bradstreet Small Business Solutions

Look up any U.S. company right NOW!

Simply enter the name of the company you want to look up along with the state where it's located and click SEARCH

☐ AB Company

-- select a state --

United States of America

**SEARCH**

[Advanced Search](#)

#### Tracking Folders

Learn how to use your customizable Tracking Folders to keep a close eye on your existing customers, suppliers, competition, and prospects

#### Credit Services

Learn how to use D&B's Credit Evaluation report to check company credit ratings and make faster, better informed business decisions

#### Collection Services

Learn how D&B RMS Collection Services can help you collect money owed you and more easily manage your receivable process

#### Supplier Search

Learn how to use the D&B Business Directory to find suppliers for your company

#### Marketing Services

Learn how you can create targeted lists of credit-screened potential new customers and clients

**Fig. 4**

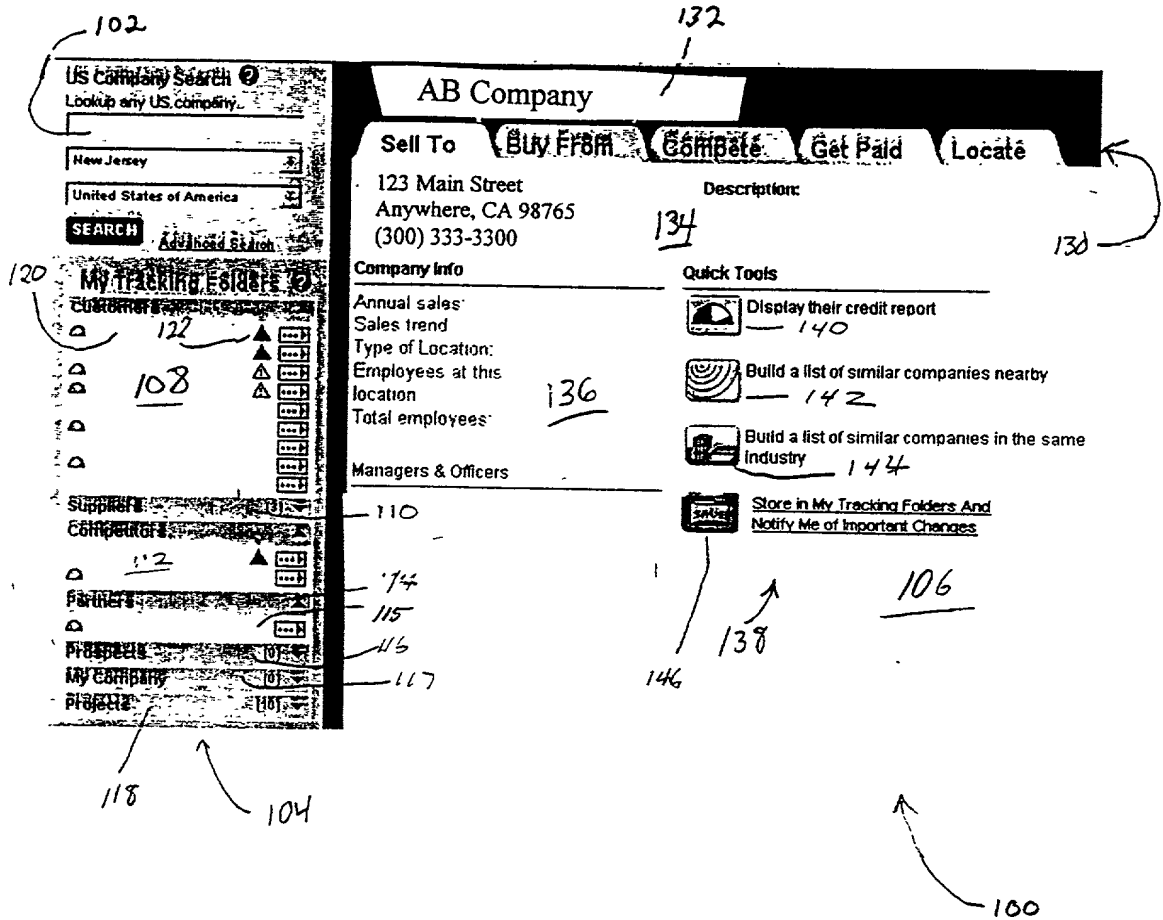


Fig. 5

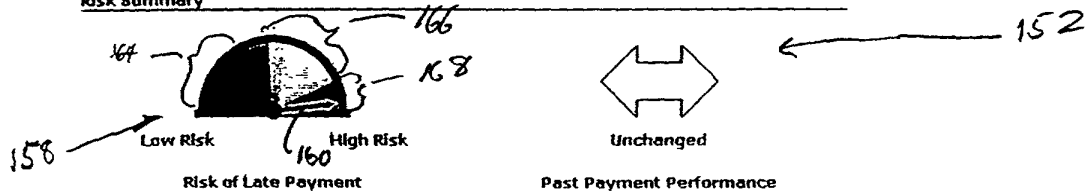
**Business Risk Evaluator** **D&B**  
Dun & Bradstreet

AB Company

123 Main Street  
Anywhere, CA 98765  
(300) 333-3300

You purchased this report on :  
Thursday, May 03, 2001

**Risk Summary**



Risk of late payment is based on the following prioritized factors in addition to other information in D&B's files:

- Payment experiences exist for this firm which are greater than 60 days past due.
- Evidence of open suit(s) and judgment(s) in D&B database.
- Business does not own facilities.

Indications of slowness can be the result of disputes over merchandise, skipped invoices, etc.

This payment performance trend for this unchanged. The most recent payment info. D&B's files is:

- Payments currently: 16 days beyond term
- Payments 3 months ago: 15 days beyond term.
- Industry Average: 6 days beyond term

\* Note: Payments to suppliers are averaged by dollar amount.

**Company Profile**

Chief executive:	Annual Sales (Estimate)
Employees here:	Line of Business:
Employees total:	Type of business:
Years in business	
Location Type:	

**Legal Filings & Other Important Information**

Bankruptcies:	None
Judgments:	None
Liens:	None
Suits:	2 Open / 0 Closed
Suits Amounts:	\$11,323 Open / \$0 Closed
Negative Payment Experiences :	None
Payments Placed for Collection :	None

The public record items reported may have been paid, terminated, vacated or released prior to the date this data is transmitted.

\*\* Included with this eValuator purchase are 12 months of continuous tracking of key business changes, email notification of these changes (if you choose), Alert message in your Business Center of these changes and full details of these significant changes.

**Fig. 6**

180

Refresh your D & B eValuator reports regularly in order to judge the impact of recent alerts on a company's credit.

You last updated your eValuator report for **AB Company** on 6/22/01

 Your VISA ending in 4321 will be billed \$12.99 (plus applicable tax) for this report

## Alerts for **AB Company**

### **Suit Filing Defendant (New Suit)** 7/7/2001

Suits:

As of 07/06/01, the following is new to Dun & Bradstreet's files:

Case Number:	Suit Amount: \$15,000
Status:	Status Attained: 06/13/01
Plaintiff:	Date Filed: 06/13/01
Defendant:	
Where Filed:	

### **Other Special Event** 7/7/2001

Other Special Event:

07/06/01

### **Suit Filing Status** 6/28/2001

Suits:

As of 06/27/01, the following Public Record has been updated:

Docket Number: CJ90-4500	Suit Amount: In excess
Status: Dismissed	of \$10,000
Plaintiff:	Status Attained: 06/18/91
Defendant:	Date Filed: 09/17/90
Where Filed:	

**Fig. 7**

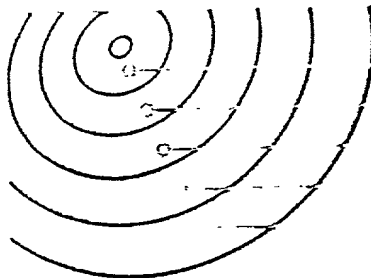
[Find new customers](#) | [Coming Soon](#) | [Home](#) | [How it works](#) | [Log Out](#) | [Terms of Use](#)

## Generate a Marketing List

1 Local Area   2 View Details   3 Output   4 Purchase

Make sure that your search selections are made with the checkboxes.

AB Company



miles from center	number of prospects
<input checked="" type="checkbox"/> 0-5	18
<input checked="" type="checkbox"/> 6-10	2
<input checked="" type="checkbox"/> 11-25	12
<input checked="" type="checkbox"/> 26-50	18
<input checked="" type="checkbox"/> 51-100	71
<b>total:</b>	<b>121</b>

### REFINE YOUR SEARCH WITH THESE ADDITIONAL CRITERIA

- Industries      Cardboard Boxes
- Local Area      Zip: 94110
- Location Type      All Location Types
- Years In Business      All Years In Business
- Credit Risks      All Credit Risks

Fig. 8



190 ↘

## Generate a Marketing List

1 2 3 4

192 ↗

LOCAL AREA	NUMBER OF EMPLOYEES						Total
	No Data or 0	1 - 4	5 - 9	10 - 20	21 - 50	51 - 100	
From 51 To 100 Mi.	2,678 <input checked="" type="checkbox"/>	85,896 <input checked="" type="checkbox"/>	12,943 <input checked="" type="checkbox"/>	9,549 <input checked="" type="checkbox"/>	4,780 <input checked="" type="checkbox"/>	2,391 <input checked="" type="checkbox"/>	97,817
From 26 To 50 Mi.	506 <input checked="" type="checkbox"/>	12,791 <input checked="" type="checkbox"/>	2,160 <input checked="" type="checkbox"/>	1,392 <input checked="" type="checkbox"/>	754 <input checked="" type="checkbox"/>	473 <input checked="" type="checkbox"/>	18,116
From 11 To 25 Mi.	101 <input checked="" type="checkbox"/>	3,484 <input checked="" type="checkbox"/>	501 <input checked="" type="checkbox"/>	381 <input checked="" type="checkbox"/>	162 <input checked="" type="checkbox"/>	84 <input checked="" type="checkbox"/>	4,613
From 6 To 10 Miles	146 <input checked="" type="checkbox"/>	2,588 <input checked="" type="checkbox"/>	709 <input checked="" type="checkbox"/>	484 <input checked="" type="checkbox"/>	283 <input checked="" type="checkbox"/>	174 <input checked="" type="checkbox"/>	4,384
From 0 To 5 Miles	200 <input checked="" type="checkbox"/>	2,762 <input checked="" type="checkbox"/>	917 <input checked="" type="checkbox"/>	842 <input checked="" type="checkbox"/>	403 <input checked="" type="checkbox"/>	211 <input checked="" type="checkbox"/>	5,135
<b>Total</b>	3,631	87,521	17,230	11,318	6,382	3,978	
<b>Total Prospects Selected</b>							<b>130,090</b>

198 ↗

BACK NEXT

Fig. 9

190 ↘

## Generate a Marketing List

1 2 3 4

Your search has resulted in 21,708 prospects. (New sample)

How many of these prospects would you like to buy?

Order these by

Print your Marketing List sorted by

206 ↗

Select a format:

- ☒ Prospect sheets (full report) *example* \$6,818.00 USD
- ☐ Telephone directory (Address and phone) *example* \$6,218.00 USD
- ☐ Mailing Labels (Address) *example*  \$5,318.00 USD
- ☐ MS Mail Merge Format (Address) \$5,318.00 USD

☒ Include a tab-delimited data file of the same information at no extra charge.

Please give your list a name

*Warning your list allows it to be stored in your Business Owner for Address Purposes and list references*

204 ↗

Save Without Purchase Purchase List

BACK NEXT

202 ↗

Fig. 10

190

## Generate a Marketing List

1. Select a list 2. Select a prospect 3. Select a prospect 4. Purchase

### List Summary

- You have selected 10,000 prospects from the marketing list named

208

- These prospects will be formatted as Prospect Sheets
- You will receive the same information as a tab-delimited data file at no extra cost
- This list costs \$8,010.00 USD plus tax

210

### Order List

Your account will be charged when the order is processed and delivered. You can review in the Projects folder of your Business Center and order additional records from the list for the next 180 days

← BACK

Fig. 11

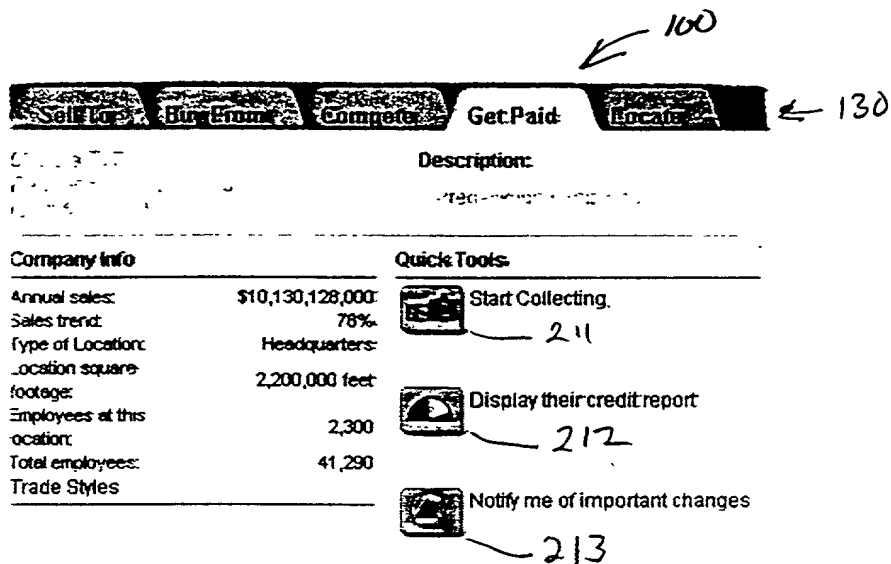


Fig. 12

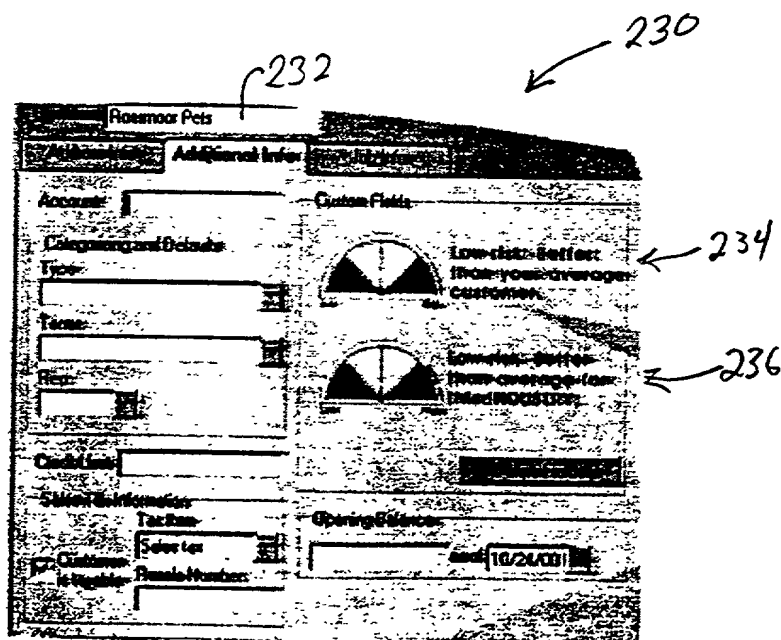


Fig. 14



#### Description:

You are starting a collection effort against this company. This is a serious action which will result in a "Placed For Collection" notice in this company's D&B business report.

You have a choice of escalating collection services and careful thought is needed about what course of action you wish to initiate. Please note:

- If you choose the Demand letter, you cannot order a demand letter series against this customer and cannot initiate contingent collection services for 20 days.
- If you choose the demand letter series, you cannot move this claim to contingent collection services until the demand series has been completed (a 30-day period).
- If you choose contingent collection services, you cannot send demand letters to these customers separately.
- You cannot initiate multiple collection actions against the same company within a 60-day span.

To start a collection effort please choose one of the following:

- ☒ Demand Letter \$10.00:  
214 → A letter sent by D&B Receivable Management Services on your behalf requesting your customer's payment of an unpaid balance. [Learn More ...](#)
  - ☒ Demand Letter Series \$20.00  
216 → A series of three letters sent within a 30-day period with an escalating tone by D&B Receivable Management Services on your behalf requesting your customer's payment of a unpaid balance. [Learn More ...](#)
  - ☒ Contingent Collection \$15.00\*\*\*  
218 → A series of written communication and telephone calls by D&B Receivable Management Services on your behalf to recover your uncollected debts. [Learn More ...](#)
- \*\*\* The minimum claim(s) must total \$100 or greater. There is a \$ 35 placement fee. A contingent fee is charged based on the dollars collected by D&B Receivable Management Services. That fee is 28% of the amount recovered or \$35, whichever is greater

**VIEW SAMPLES**



**Fig. 13**

## Put the Power of Targeted Marketing to Work for YOU.

270



### Introducing Dun & Bradstreet Marketing Services.

Dun & Bradstreet Marketing Services are designed to help you pinpoint potential new customers with good credit ratings so you can grow your business with less risk. Simply give us your customer criteria and we'll compile a highly targeted list for you from our extensive database of U.S. companies.

Fig. 15

### Get Started Right NOW!

To begin compiling your list, click one of the icons below to choose the method by which you'd like to search for companies.



Local Area

272

[Click here](#) to search for companies within a 0-100 mile radius of your or any other business.



Industry

274

[Click here](#) to search for companies in a specific industry using Standard Industry Classification (SIC).

## Quickly Find Suppliers Anywhere in the Country!

275



### Introducing the Dun & Bradstreet Comprehensive Supplier

Find suppliers fast! You can locate everything from Accountants to Wholesalers in our 13 million plus name database. Simply store them in your Tracking Folders for instant access.

Fig. 16

Try it and see how easy it is:

Enter Business Category

City, State or ZIP Code

Nationwide

SEARCH

[Advanced Search](#)

276

277

### How It Works

- 1 Look up suppliers to your industry in our database
- 2 Store the names of the suppliers in your Tracking Folders
- 3 Click on any supplier name to instantly access the latest information about them

## Supplier Search

278 →

Enter Business Category  
attorneys

City, State or ZIP Code  
Nationwide

SEARCH

[Advanced Search](#)

We found 24 category matches for **'attorneys'**. Please select the category that is closest to the product or service you are searching for.

[ATTORNEYS & LAWYERS \(17001\)](#)  
[ATTORNEYS & LAWYERS - ANTITRUST & TRADE REGULATION \(39\)](#)  
[ATTORNEYS & LAWYERS - BANKRUPTCY LAW \(802\)](#)  
[ATTORNEYS & LAWYERS - CORPORATION, PARTNERSHIP & B \(977\)](#)  
[ATTORNEYS & LAWYERS - CRIMINAL LAW \(1602\)](#)  
[ATTORNEYS & LAWYERS - DIVORCE, ADOPTION & FAMILY L \(1520\)](#)  
[ATTORNEYS & LAWYERS - EMPLOYMENT & LABOR LAW \(896\)](#)  
[ATTORNEYS & LAWYERS - GENERAL PRACTICE \(118515\)](#)  
[ATTORNEYS & LAWYERS - GENERAL PRACTICE \(30381\)](#)  
[ATTORNEYS & LAWYERS - IMMIGRATION & NATURALIZATION \(935\)](#)  
[ATTORNEYS & LAWYERS - LEGAL SERVICES \(246040\)](#)  
[ATTORNEYS & LAWYERS - REAL ESTATE LAW \(1405\)](#)  
[ATTORNEYS & LAWYERS - SPECIALIZED SERVICES \(1578\)](#)  
[ATTORNEYS & LAWYERS-ADMINISTRATIVE & GOVERNMENTAL \(174\)](#)  
[ATTORNEYS - WILLS, TRUSTS & ESTATE PLANNING \(1261\)](#)  
[ATTORNEYS DEBT COLLECTION LAW \(152\)](#)  
[ATTORNEYS ENVIRONMENTAL & NATURAL RESOURCES LAW \(157\)](#)  
[ATTORNEYS MEDICAL MALPRACTICE \(488\)](#)  
[ATTORNEYS PATENT TRADEMARK & COPYRIGHT LAW \(668\)](#)  
[ATTORNEYS SECURITIES LAW \(86\)](#)

Fig. 17

## Supplier Search

279 →

Enter Business Category  
attorneys

City, State or ZIP Code  
Nationwide

SEARCH

[Advanced Search](#)

100 results were found for **'ATTORNEYS & LAWYERS - BANKRUPTCY LAW'** in the United States. Now showing 1 to 15. If you didn't find what you were looking for, try the [Advanced Search](#)

Name	Address	Zip Code	Track
10th Circuit Court	Casper, WY	82601	
	Boston, MA	02108	
	New York, NY	10007	
	Sacramento, CA	95816	
	Tacoma, WA	98402	
	Oklahoma City, OK	73159	
	Birmingham, AL	35203	
	Ypsilanti, MI	48198	
	North Hills, CA	91343	
	Torrance, CA	90503	
	San Diego, CA	92101	
	Reno, NV	89503	
	North Highlands, CA	95660	

Fig. 18

281 →

## Advanced Search

No matches for 'ATTORNEYS & LAWYERS' in LOS ANGELES CA

Fig. 19

Company Information	Telephone Number	Business Type
Enter as much company information as you can and click "search".	Enter the area code and telephone number of the company you are searching for.	Enter as much information about the kind of business you want to find here.
Company Name _____ Address _____ City/Town _____ State --- select a state --- ZIP Code _____	_____ SEARCH CLEAR D-U-N-S® Number Enter the 9 digit D-U-N-S® Number here. _____ SEARCH CLEAR	Keyword _____ City/Town _____ State Nationwide ZIP Code _____ SEARCH CLEAR
SEARCH CLEAR	SEARCH CLEAR	SEARCH CLEAR

## Good Credit Risk? Bad Credit Risk?

286

*Now You'll Know for Sure*

### Introducing Dun & Bradstreet Credit Services.

The Dun & Bradstreet Credit eValuator helps you minimize your risk by letting you check the business credit ratings of potential new customers before agreeing to credit terms. You can also check to see if current customers, vendors and suppliers are paying on time and be automatically notified of important changes in their credit ratings. [Click here](#) to see a sample Credit eValuator report

Fig. 20

### Run a credit check right NOW! ⓘ

Enter the name of the company whose credit you'd like to check along with the state where it's located and click "Search". You can also choose a company directly from your Tracking Folders

290

\_\_\_\_\_  
288  
292  
--- select a state --- United States of America  
SEARCH Advanced Search

Fig. 21

294  
→

# Owed Money?

**We can help you get paid.**

## Introducing Dun & Bradstreet Collection Services.

Through our partnership with Dun & Bradstreet Receivable Management Services (RMS), we offer you three easy-to-use services for getting the money owed you, without alienating your customers. You can even monitor the progress of your collection online through your Tracking Folders.

## Choose from three collection services

D&B RMS offers three different collection services to best meet your needs. Learn how becoming a D&B Small Business Solutions member can lower your collection costs.

[Click here for more](#)

## Start Collecting NOW!

To begin the collection process, enter the name of the company that owes you money along with the state where it's located and click "Search". You can also choose a company directly from your tracking folders.

296

295  
297

--- select a state --- United States of America

**SEARCH** Advanced Search

300  
→

## Update your D&B File

We noticed that you have updated the following fields of your company record:

	Your D&B Record	Your Registration Record
Company Name	Rogers Garden	Roger's Nursery
Street	12345 Main Street	1200 So. Main Street
Telephone	(888)-888-8888	(877)-888-8888

([Click here](#) to update your registration record)

To update your D&B company record we require that you have a D&B eUpdate PIN

☉♦ - ♦♦♦♦²♥▲▲²♥▲▲²♦♦♦ - ▲◎▼▲²  
If you have a D&B eUpdate PIN, enter it here and [click here](#).

If you do not have a D&B eUpdate PIN, please [click here](#) to request a PIN number or call 1-888-814-1435

Please note that we verify all information provided to us. We'll call or e-mail an authorized person at Roger's Gardens to confirm these changes before they are accepted.

[Cancel and Return to the Small Business Solutions Home Page.](#)

302

Fig. 22



310

**A/R Aging Data to be Reported to Dun & Bradstreet  
As of May 30, 2001**

[Privacy Policy](#)

The table below is a list of your commercial customers. Choose which customer's data to report by selecting the appropriate Report to D&B checkbox and then click Report Selected Data.

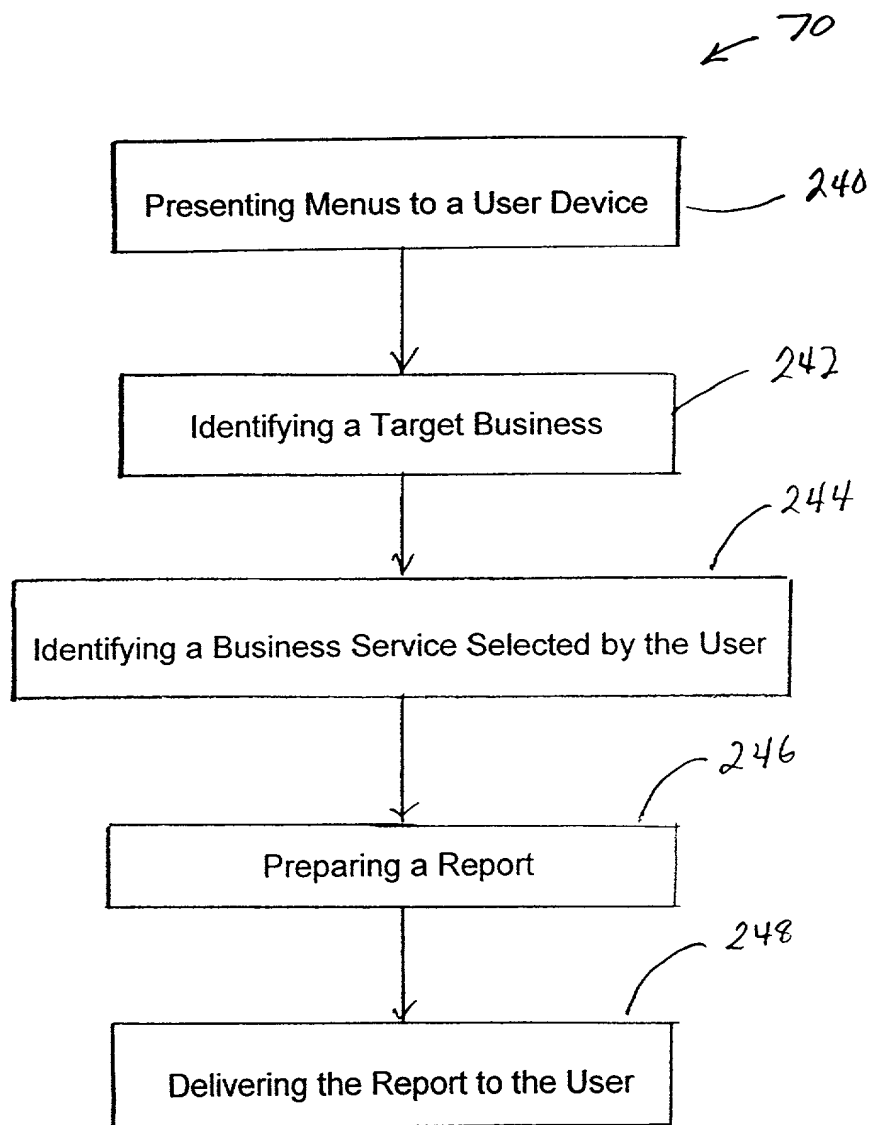
The information you provide to Dun & Bradstreet is used to develop a timely and accurate picture of your commercial customers' payment habits - including both favorable and unfavorable payment experiences. You can also choose to include a D&B reporting notice on your commercial customers' invoices by selecting the Include D&B Notice on Invoice checkbox.

In addition, you will receive a bonus credit report valid for the current monthly subscription period when you report data on five or more commercial customers (maximum one bonus report per subscription period).

Company Name	Terms	Amount Owed	Amount Past Due	Days Late	Report to D&B	Include D&B Notice on Invoice
AB Company	Net 30	\$60.00	\$60.00	60	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
ABC Company	Net 15	\$80.00	\$80.00	55	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
XY Company	Net 30	\$200.00	\$100.00	50	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
XYZ Company	Net 45	\$150.00	\$50.00	45	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
PQ Company	Net 15	\$50.00	\$0.00	10	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

320

**Fig. 23**



**Fig. 24**